PHILIP MORRIS INTERNATIONAL
INTER-OFFICE CORRESPONDENCE
120 Park Avenue, New York, N.Y. 10017

To: Georgia E. (Rita) Cofield Date: December 11, 1986

From: W. Graziani

Subject: Combined National Summary

The following are answers to the points raised during the meeting with Art Lorenz on October 31, 1986:

- I will contact the respective parties in International ICS to investigate the feasibility of providing you with an interface from the International system and will advise you of their findings.

- Adjustments made to the profit contribution are made by region. The regional adjustments are on a customer basis and no brand information is available. Therefore, the adjusted quantity can be given to you, but on a total basis only.

- A report on all interntional sales is available, but is not detailed by brand. Please contact F. Caton if you require this report.

- The Combined National Summary from PMI's profit contribution report will be sent to you by the second workday before the end of the month.

Please realize that we would like to assist you in every way possible to report the most accurate data to management.

If you have any questions, please contact me.

W. Graziani

WG/ts

cc: F. Caton
A. Lorenz
B. Mulligan

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